

Reset Report

1/1/2020 5/1/2020

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Region

☐ Midwest

☐ Northeast

☐ South

☐ West

State

☐ Alabama

☐ Arizona

☐ Arkansas

☐ California

☐ Colorado

☐ Connecticut

☐ District of Columbia

☐ Florida

☐ Georgia

☐ Hawaii

☐ Idaho

☐ Illinois

☐ Indiana

☐ Iowa

☐ Kansas

☐ Kentucky

☐ Louisiana

☐ Maryland

☐ Massachusetts

☐ Michigan

☐ Minnesota

☐ Missouri

Sales Channel

☐ Distributor

☐ In-Store

☐ Online

☐ Wholesale

\$44.4M

Total Sales

\$12.7M

Total Profit

110K

Total Quantity

28.6%

Profit Margins

20.00K

# Order

6.00

Average Delivery Days



Top States by Sales

California	6.5M
Texas	4.0M
Illinois	3.7M
Florida	2.9M
New York	2.5M

Top Employees by Sales

Nicholas C	1.9M
Donald R	1.8M
Joe P	1.8M
Shawn W	1.8M
Carl N	1.8M

Top Employees by Avg Delivery

Carl N	6.2
Joshua R	6.1
Haigab T	6.1
Joe P	6.1
Keith D	6.1

Product Name	Sales	% of Total	Profit	Quantity	Avg Delivery
Computers	\$1.03M	2.08%	\$0.26M	2,387	6.02
Cabinets	\$1.02M	2.31%	\$0.29M	1,570	5.97
Living Furniture	\$0.97M	2.19%	\$0.26M	2,419	5.88
Greenware	\$0.88M	1.98%	\$0.25M	2,182	5.90
Faster	\$0.83M	2.11%	\$0.27M	2,227	6.00
Floor Lamp	\$0.87M	2.19%	\$0.26M	2,272	6.12
Flora	\$0.83M	2.10%	\$0.27M	2,264	5.97
Furniture (Others)	\$0.89M	2.01%	\$0.26M	2,166	5.91
Total	\$44.27M	100.00%	\$12.69M	110,602	6.00

Year	Total Sales	% Total	Sales Target	MOH %	Quota Total	Total (Quota)
2020	\$44.27M	100.00%	\$55.46M			110,602
January	\$7.87M	20.44%	\$11.36M		\$8.27M	22,664
February	\$8.54M	19.29%	\$10.70M	-5.60%	\$11.43M	31,248
March	\$8.94M	20.14%	\$11.18M	-4.90%	\$10.57M	22,281
April	\$8.42M	19.23%	\$10.77M	-3.41%	\$10.19M	21,276
May	\$1.18M	2.64%	\$11.47M	6.87%	\$44.27M	22,821
Total	\$44.27M	100.00%	\$55.46M			110,602

Sales vs Target

